



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, May 7, 2015 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA
(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – April 2, 2015
- 3.0 Unfinished Business
 - 3.1 Discussion Regarding ARELLO Standards and Certification
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Riale
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: 360training.com, Inc.
 - 4.2.1.1 Course Title: Bad Loans – Predatory and Fraud
Credit Hours: 3.0
Module: 7
 - 4.2.1.2 Course Title: Community Ethics
Credit Hours: 3.0
Module: 2
 - 4.2.1.3 Course Title: Qualifying Buyer and Property
Credit Hours: 3.0
Module: 6 or 7
 - 4.2.2 Course Provider: Association of REALTORS® School
 - 4.2.2.1 Course Title: From Competition to Closing: An Antitrust & RESPA Guide for RE Licensees
Credit Hours: 3.0
Module 6 or 7

- 4.2.2.2 Course Title: Selling Real Estate Held by an Estate or Incapacitated Party
Credit Hours: 3.0
Module: 7
- *4.2.2.3 Course Title: Construction Basics for Real Estate Licensees
Credit Hours: 3.0
Module: 6 or 7
- *4.2.2.4 Course Title: The Fine Art of Puffery, Salesmanship, Misrepresentation and Fraud
Credit Hours: 3.0
Module: 6 or 7
- *4.2.2.5 Course Title: The Pros and Cons of a Pre-Listing Property Inspection
Credit Hours: 3.0
Module: 6 or 7
- *4.2.2.6 Course Title: The Three D's in Selling RE: Death, Diminished Capacity & Divorce
Credit Hours: 3.0
Module: 6 or 7
- 4.2.3 Course Provider: International Right of Way Association
 - 4.2.3.1 Course Title: Communications in Real Estate Acquisition, IRWA Course 201
Credit Hours: 24.0
Module: 6
 - 4.2.3.2 Course Title: Practical Negotiations for U.S. Federal and Federally Assisted Projects
Credit Hours: 16.0
Module: 6
 - 4.2.3.3 Course Title: Principles of Real Estate Law, IRWA Course 800
Credit Hours: 16.0
Module: 6
 - 4.2.3.4 Course Title: Land Titles, IRWA Course 801
Credit Hours: 16.0
Modules: 3 & 6
 - 4.2.3.5 Course Title: Legal Aspects of Easements, IRWA Course 802
Credit Hours: 8.0
Module: 3
- 4.2.4 Course Provider: McKissock, LP
 - 4.2.4.1 Course Title: A Day in the Life of a Buyer Agent
Credit Hours: 3.0
Module: 7
 - 4.2.4.2 Course Title: A Property Manager's War Chest of Tools for Conflict Resolution

Credit Hours: 3.0
Module: 7

4.2.4.3 Course Title: Danger in Plain Sight: Understanding Lead Paint for Property Managers

Credit Hours: 3.0
Module: 7

4.2.4.4 Course Title: How to Work with Real Estate Investors – Part 2

Credit Hours: 3.0
Module: 7

4.2.4.5 Course Title: Simple Questions, Big Consequences: How to Avoid Fair Housing Violations

Credit Hours: 3.0
Module: 7

4.2.4.6 Course Title: The Ins and Outs of Property Management

Credit Hours: 3.0
Module: 7

*4.2.4.7 Course Title: Delaware Core Module 3 – Real Estate Documents

Credit Hours: 3.0
Module: 3 or 7

*4.2.4.8 Course Title: The Power of Exchange: Discover the Value of 1031 Tax Deferred Exchanges

Credit Hours: 3.0
Module: 7

4.2.5 Course Provider: New Castle County Board of REALTORS ®

4.2.5.1 Course Title: Real Estate JEOPARDY

Credit Hours: 3.0
Module: 4

4.2.6 Course Provider: Omega Real Estate School

4.2.6.1 Course Title: Introduction to Professional Property Management

Credit Hours: 3.0
Module: 6

4.2.6.2 Course Title: The Code of Ethics

Credit Hours: 3.0
Module: 2

4.2.7 Course Provider: Real Estate Institute of Delaware

4.2.7.1 Course Title: Agency & Fair Housing

Credit Hours: 3.0
Module: 1

4.2.7.2 Course Title: Office Management

Credit Hours: 3.0
Module: 4

4.2.8 Course Provider: The CE Shop, Inc.

4.2.8.1 Course Title: Anatomy of Commercial Building
Credit Hours: 3.0
Module: 6

4.2.8.2 Course Title: The Fundamentals of Commercial Real Estate
Credit Hours: 3.0
Module: 6

4.2.8.3 Course Title: Residential Property Management Essentials
Credit Hours: 3.0
Module: 7

*4.2.9 Course Provider: EmpowerAbility, LLC

4.2.9.1 Course Title: Selling/Marketing to Older Adult Buyers and Buyers with Disabilities
Credit Hours: 3.0
Module: 7

*4.2.10 Course Provider: Kent County School of Real Estate

4.2.10.1 Course Title: Real Estate Pre-Licensing Course
Credit Hours: 99.0

4.3 Review of Instructor Applications

4.3.1 L. Robert Frame, Jr., Esq.

Continuing Education: Module 7 – ABR, SRES, Intro to RE Auctions, Title Insurance, Effective Negotiating, Selling RE Held by an Estate

4.3.2 Clyde Johnson

Continuing Education: Continuing Education Modules 3 & 6

Pre-Licensing Course: Real Estate Law; Real Estate Mathematics

4.3.3 Travis Martinez

Continuing Education: Module 7 – A Day in the Life of a Buyer Agent

4.3.4 Alvin Monshower, Jr.

Continuing Education: New Licensee Module 1; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Short Sales Done the Right Way; Foreclosures; Real Estate Hot Buttons and Issues

4.3.5 Faith Roland

Continuing Education: New Licensee Modules 1 & 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Negotiation Skills, Federal Acquisition Guidelines; Negotiations with Diverse Clientele; Professional Standards of Practice; Presentation Skills

Broker's Course: Real Estate Documents; Ethics; Legal & Governmental Aspects of Real Estate

*4.3.6 James Curran

Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules:
1; 3 & 5

Pre-Licensing Course: Real Estate Law

Broker's Course: Legal & Governmental Aspects of Real Estate

*4.3.7 Robert Fleck
Continuing Education: Continuing Education Modules 3 & 7 – The Power of
Exchange

*4.3.8 Cecil Harden
Continuing Education: Continuing Education Modules 2; 6; & 7 – All Real Estate
Elective Topics

4.4 Discussion Regarding Committee Composition and Upcoming Vacancies

*4.5 Review of Student Request for Approval of Continuing Education Activities

4.5.1 Student Name: Karen Galese
Course Title: National USPAP
Course Provider: Association of REALTORS ® School
Credit Hours: 7.0
Requesting Approval for Module: 7

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – June 4, 2015 at 9:30 a.m.

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.